

**AWARD NOMINATION  
LARGE BUSINESS PARTNER OF THE YEAR**

**(For presentation at the Annual Small Business Awards ceremony  
June 2005)**

**Bureau: Internal Revenue Service**

**1) Please provide the following company information:**

**Company Name:** Unisys Corporation  
**Address:** 11720 Plaza America Drive  
Tower III/11<sup>th</sup> Floor  
Reston, VA 20190  
**Telephone Number:** (703) 439-5098,  
[murray.schooner@unisys.com](mailto:murray.schooner@unisys.com)  
**Point of Contact:** Murray Schooner

**2) Please describe how this large business has excelled in the past year in your subcontracting program by creating opportunities and awarding subcontracts to small (SB), small disadvantaged (SDB), women-owned small (WOSB), HUBZone small (HUBZSB), veteran-owned small (VOSB), and service disabled veteran owned (SDVOSB) small businesses. Additionally, please provide a brief profile of the firm in your description.**

Unisys Corporation has been a strong advocate of the small business program for many years. As a prime contractor at the IRS for the Service Center Recognition Imaging System (SCRIPS), TIPSS 2, and as a Prime Alliance partner under the IRS Prime Contract, Unisys Corporation works tirelessly to

exceed their small business subcontracting goals.

Unisys' last 294 report for the period ending March 31, 2005, shows the following accomplishments: Small Business - 55.7%, Small Disadvantaged Business - 30.5%, Women-Owned Small Business - 5.2%, HUBZone Small Business - 8.5%, Veteran-Owned Small Business - 11.2%, Service Disabled Veteran-Owned Small Business - 8.5%. The accomplishments above far exceed the statutory goals as set forth by the Small Business Administration for prime and subcontracts.

In addition, Unisys currently has two formal Mentor-Protégé Agreements under Treasury's Mentor-Protégé Program, one with Izar Associates, a small disadvantaged and women-owned small business concern, and Vega Consulting Solutions, Inc., a women-owned small business concern. They also have established an informal training program with twelve small businesses participating. Unisys utilized 750 subcontractors in the past year alone.

Unisys has participated in almost all, if not all, Treasury Prime Contractor Vendor Outreach Sessions since we began these sessions in 1996. They also participate in One-on-One Counseling at the OSDDBU conference each year at the behest of the Department of the Treasury.

In addition, the IRS sponsors an 8(a) Seminar two to three times per year. Murray Schooner, Director, Supplier Diversity/Socioeconomic Business Development of Unisys Corporation, has participated in every 8(a) Seminar since 1996.

He speaks to the 8(a) Seminar participants (at least 20 per session) about marketing to prime contractors. He stays after his lecture to talk to the participants and tells all that he is now their mentor. Those who listen to what he has to say have been successful in marketing not only to Unisys Corporation, but also to other large corporations with prime contracts at the IRS and Department of the Treasury.

Murray Schooner doesn't have to participate in the 8(a) Seminar, but he always agrees when asked. He is passionate about the small business program and in educating small businesses on doing business with the federal government through prime and subcontracts. He has spread that passion throughout Unisys Corporation. Unisys' Chairman, Larry Weinbach, has issued a corporate commitment that states that small business supplier diversity is very integral to Unisys' supply chain management philosophy. In addition, Unisys is one of the few prime contractors to distribute a listing of ALL of Unisys' program managers to any small business concern who asks. Program Managers have been schooled in responding to small business concerns and to utilize small businesses for new requirements.

Based on the above, Unisys Corporation should be considered the leading candidate for the Treasury Large Business Partner of the Year.

## Company Profile:

Unisys is a worldwide information technology services and solutions company. In more than 100 countries Unisys delivers the precision thinking and relentless execution that drives their clients' business transformation. Unisys Corporation combines expertise in: Consulting, Systems Integration, Outsourcing, Infrastructure, and Server Technology. They have six primary vertical markets worldwide: Financial Services, Public Sector, Communications, Transportation, Commercial, and Media.